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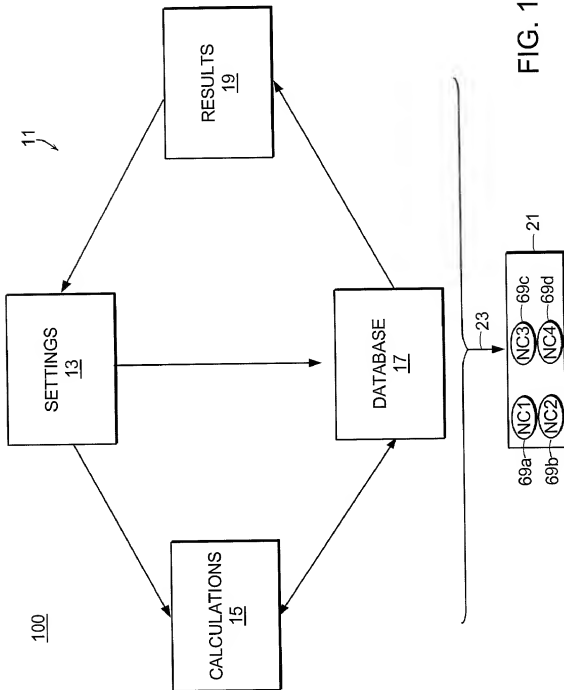


FIG. 1

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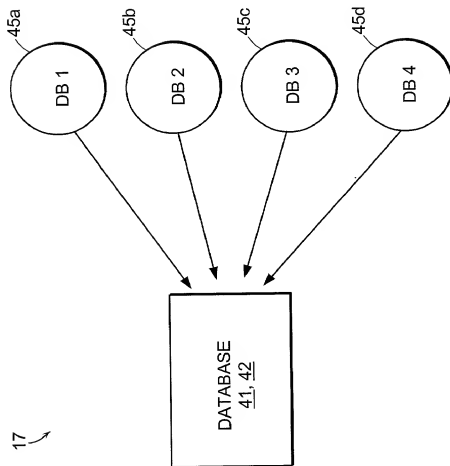


FIG. 2

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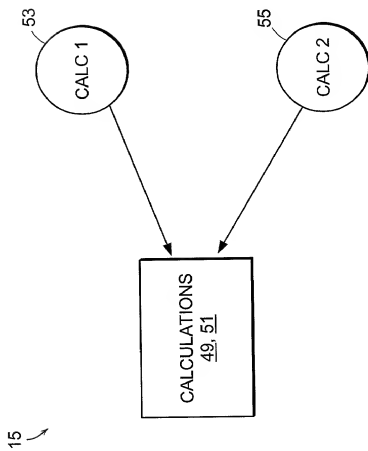


FIG. 3

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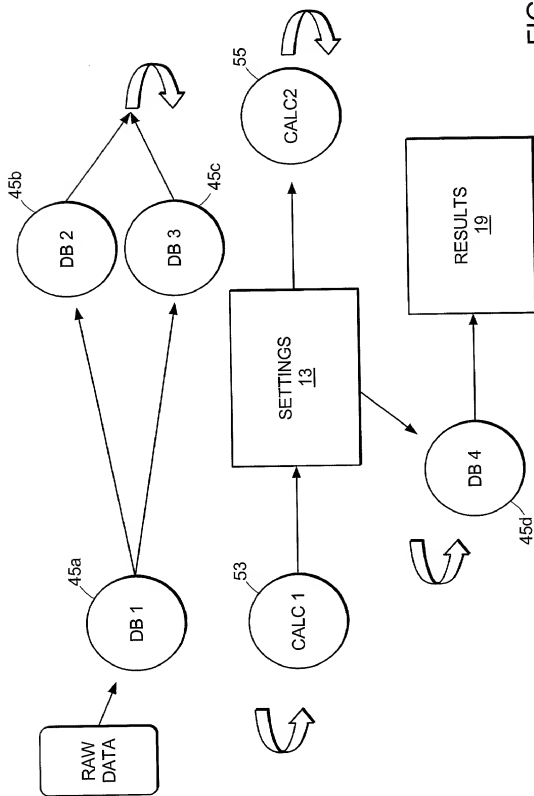


FIG. 4

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FIG. 5A

Intervals	27 ↙	29 ┌──────────┐			31 ↘
		1. Reenerg. Interval	2. Adj. Interval	3. Trans. Interval	
ABS DIFF 12.7735%					Threshold
CORREL 0.6388					Type
I. Prediction					
A. Key Business Parameters					
1. Mkt Share/Revenue Ratio		Low	Medium	High	Percentile
2. Asset Intensity (Asset/Rev Ratio)		High	Medium	Low	Percentile
3. Change in Profitability		Zero	Incr.	Decl.	Percentile
B. Funding Strategy / Risk					
1. Company Beta		Low	Medium	High	Percentile
2. Debt/Equity Ratio		High	Medium	Low	Percentile
3. Creditworthiness		Low	High	Medium	Percentile
4. Cash Flow/Revenue Ratio		Low	High	Medium	Percentile
C. Market					
1. Relative Market Share		Medium	High	Low	Percentile
2. Change in Market Share		Zero	Incr.	Decl.	Percentile
3. Relative Elasticity of Demand		High	Medium	Low	Percentile
II. Actual					
A. Business Structure					
1. Business Mix		Low	High	N/A	Percentile
2. Business Age		High	High	Low	Fixed
3. Number of Divisions		Low	High	N/A	Percentile
4. Number of SIC Industries		Low	High	N/A	Percentile
B. Business Strategy					
1. R&D Investment		Low	Low	High	Percentile
2. Acquisition Strategy		N/A	N/A	N/A	N/A
3. Strategic Intent		N/A	N/A	N/A	N/A
List of Arguments For This Table					
		Low Decl. N/A	Medium Zero N/A	High Incr. N/A	Percentile Fixed N/A

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FIG. 5B

	A	B	C	D	E	F	G	H	I
1	<b>Conversion</b>			<b>Do Not Change</b>					
2									
3									
4									
5									
6									
7	<b>I. Prediction</b>								
8	<b>A. Key Business Parameters</b>								
9	1. Mkt Share/Revenue Ratio			1		2	3	1	
10	2. Asset Intensity (Asset/Rev Ratio)			3		2	1	1	
11	3. Change in Profitability			2		3	1	1	
12	<b>B. Funding Strategy / Risk</b>								
13	1. Company Beta			1		2	3	1	
14	2. Debt/Equity Ratio			3		2	1	1	
15	3. Creditworthiness			1		3	2	1	
16	4. Cash Flow/Revenue Ratio			1		3	2	1	
17	<b>C. Market</b>								
18	1. Relative Market Share			2		3	1	1	
19	2. Change in Market Share			2		3	1	1	
20	3. Relative Elasticity of Demand			3		2	1	1	
21									
22	<b>II. Actual</b>								
23	<b>A. Business Structure</b>								
24	1. Business Mix			1		3	9	1	
25	2. Business Age			3		3	1	2	
26	3. Number of Divisions			1		3	9	1	
27	4. Number of SIC Industries			1		3	9	1	
28	<b>B. Business Strategy</b>								
29	1. R&D Investment			1		1	3	1	
30	2. Acquisition Strategy			9		9	9	9	
31	3. Strategic Intent			9		9	9	9	
32									
33									
34									

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	A	B	C	D	E	F	G	H
1	General Arguments			Arguments for Prediction	Arguments for Actual		Arguments for Threshold	
2								
3								
4	Bottom	1	Decl.	1	Decl.	1	Fixed	2
5	Extra	4	High	3	High	3	N/A	9
6	Middle	2	Incr.	3	Incr.	3	Percentile	1
7	N/A	9	Low	1	Low	1		
8	Top	3	Medium	2	N/A	9		
9			Zero	2				
10								
11								
12	If any of these arguments change, each list has to be sorted alphabetically by name in ascending order.							
13								
14								
15								

FIG. 5C

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## SAMPLE FROM SETTINGS

Scoring	29	35	
		1. Reenerg	3. Trans.
		Score	Score
ABS DIFF 12.7735%	27		
Correl 0.6388			
I. Prediction			
A. Key Business Parameters			
1. Mkt Share/Revenue Ratio		100.00	100.00
2. Asset Intensity (Asset/Rev Ratio)		25.00	25.00
3. Change in Profitability		100.00	100.00
B. Funding Strategy / Risk			
1. Company Beta		100.00	100.00
2. Debt/Equity Ratio		125.00	125.00
3. Creditworthiness		25.00	25.00
4. Cash Flow/Revenue Ratio		25.00	25.00
C. Market			
1. Relative Market Share		200.00	200.00
2. Change in Market Share		150.00	150.00
3. Relative Elasticity of Demand		0.00	0.00
II. Actual			
A. Business Structure			
1. Business Mix		75.00	100.00
2. Business Age		0.00	
3. Number of Divisions		25.00	
4. Number of SIC Industries		25.00	
B. Business Strategy			
1. R&D Investment		0.00	100.00
2. Acquisition Strategy		112.50	112.50
3. Strategic Intent		75.00	150.00

FIG. 5D



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FIG. 5E

## SAMPLE FROM SETTINGS

## Thresholds

ABS DIFF 12.7735%  
CORREL 0.6388

37 ↗

1. Bottom Threshold at Percentile  
2. Middle Threshold at Percentile  
3. Top Threshold at Percentile

27 ↘

## I. Prediction

## A. Key Business Parameters

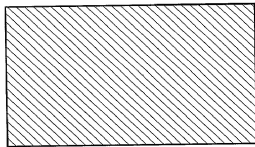
1. Mkt Share/Revenue Ratio 45.00%
2. Asset Intensity (Asset/Rev Ratio) 55.00%
3. Change in Profitability 35.00%

## B. Funding Strategy / Risk

1. Company Beta 45.00%
2. Debt/Equity Ratio 20.00%
3. Creditworthiness 45.00%
4. Cash Flow/Revenue Ratio 45.00%

## C. Market

1. Relative Market Share 35.00%
2. Change in Market Share 35.00%
3. Relative Elasticity of Demand



85.00%  
80.00%  
58.00%

80.00%  
82.00%  
65.00%  
65.00%

52.00%  
55.00%  
80.00%

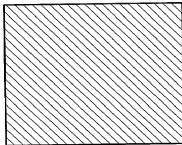
## II. Actual

## A. Business Structure

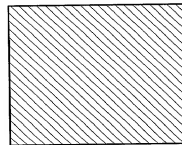
1. Business Mix
2. Business Age
3. Number of Divisions
4. Number of SIC Industries

## B. Business Strategy

1. R&D Investment
2. Acquisition Strategy
3. Strategic Intent



56.25%  
56.25%  
56.25%  
75.00%



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A	B	C	D	E	F	G	H
1	<b>Thresholds</b>						
2							
3	ABS DIFF 12.7735%						
4	CORREL 0.6388						
5							
6							
7	I. Prediction						
8	A. Key Business Parameters						
9	1. Mkt Share/Revenue Ratio						
10	2. Asset Intensity (Asset/Rev Ratio)						
11	3. Change in Profitability						
12	B. Funding Strategy / Risk						
13	1. Company Beta						
14	2. Debt/Equity Ratio						
15	3. Creditworthiness						
16	4. Cash Flow/Revenue Ratio						
17	C. Market						
18	1. Relative Market Share						
19	2. Change in Market Share						
20	3. Relative Elasticity of Demand						
21							
22	II. Actual						
23	A. Business Structure						
24	1. Business Mix						
25	2. Business Age						
26	3. Number of Divisions						
27	4. Number of SIC Industries						
28	B. Business Strategy						
29	1. R&D Investment						
30	2. Acquisition Strategy						
31	3. Strategic Intent						
32							
33							
34							

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FIG. 5F

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	A	B	C	D	E	F	G	H	I	J	K
1	<b>Factors &amp; Strategies</b>										
2											
3											
4											
5											
6											
7			I. Prediction								
8			A. Key Business Parameters								
9			1. Mkt Share/Revenue Ratio								
10			2. Asset Intensity (Asset/Rev Ratio)								
11			3. Change in Profitability								
12			B. Funding Strategy / Risk								
13			1. Company Beta								
14			2. Debt/Equity Ratio								
15			3. Creditworthiness								
16			4. Cash Flow/Revenue Ratio								
17			C. Market								
18			1. Relative Market Share								
19			2. Change in Market Share								
20			3. Relative Elasticity of Demand								
21											
22			II. Actual								
23			A. Business Structure								
24			1. Business Mix								
25			2. Business Age								
26			3. Number of Divisions								
27			4. Number of SIC Industries								
28			B. Business Strategy								
29			1. R&D Investment								
30			2. Acquisition Strategy								
31			3. Strategic Intent								
32											
33											
34											

FIG. 5G

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## SAMPLE WORKSHEET FROM "DATABASE" WORKBOOK

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	3 Com Corporation															yes
2	1 Fortune Fastest Growth (5 yrs)															
3	45b															
4	DB 4															
5	1. Reenerg.															
6	2. Adj.															
7	3. Trans.															
8	29															
9	Interval															
10	Value															
11	A. Key Business Parameters															
12	1. Mkt Share/Revenue Ratio															
13	2. Asset Intensity (Asset/Rev Ratio)															
14	3. Change in Profitability															
15	B. Funding Strategy / Risk															
16	1. Company Beta															
17	2. Debt/Equity Ratio															
18	3. Creditworthiness															
19	4. Cash Flow/Revenue Ratio															
20	C. Market															
21	1. Relative Market Share															
22	2. Change in Market Share															
23	3. Relative Elasticity of Demand															
24	Growth Strategy															
25	45c															
26	DB 3															
27	1. Reenerg.															
28	2. Adj.															
29	3. Trans.															
30	75															
31	Interval															
32	Value															
33	A. Business Structure															
34	1. Business Mix															
35	2. Business Age															
36	3. Number of Divisions															
37	4. Number of SIC Industries															
38	B. Business Strategy															
39	1. R&D Investment															
40	2. Acquisition Strategy															
41	3. Strategic Intent															
42	Growth Strategy															
43	11.20%															
44	39.41%															
45	49.38%															
46	219.25															
47	100.00%															
48	444															

FIG. 6A

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## SAMPLE WORKSHEET FROM "DATABASE" WORKBOOK

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39																
40																
41																
42																
43																
44																
45																
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47																
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72																
73																
74																
75																
76																

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III. Data

45a

DB1

Latest Year Data Available

1999 Revenues (in mil)

1998 Revenues (in mil)

1997 Revenues (in mil)

1996 Revenues (in mil)

1999 Assets (in mil)

1998 Assets (in mil)

1999 Debt Outstanding (in mil)

1998 Shareholder's Equity (in mil)

1999 Liabilities (w/o Debt)

1998 Net Cash from Oper. Activ.

1999 Cash at End of Year (in mil)

1998 Interest Paid

1999 Business Mix

1998 Geography

Region1

Region2

Region3

Region4

Region5

Region6

Business Segment

Segment1

Segment2

Segment3

Segment4

Segment5

Segment6

Segment7

Segment8

Segment9

Segment10

1998

Number of Years Data Available

1999 Net Income (in mil)

1998 Net Income (in mil)

1997 Net Income (in mil)

1996 Net Income (in mil)

1999 Market Share (%)

1998 Market Share (%)

1999 Largest Player's Revenue

Number of SIC Industries Involved

Elasticity Sum of All Industries

Company Beta Hard

Company Beta Switch

1999 Assets

1998 Assets

1999 Revenues

1998 Revenues

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

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1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

1998 % Share

1999 % Share

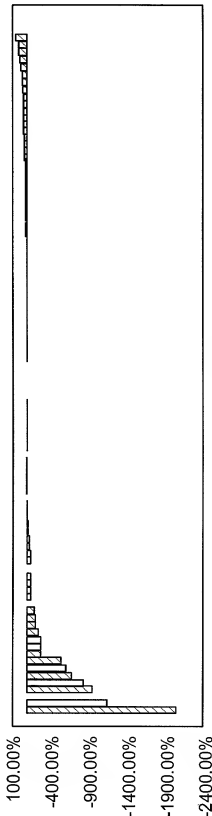
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FIG. 6B

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## SAMPLE FROM CALCULATIONS

A	B	C	E	G	H	I	J	K	L
1	1. Mkt Share/Revenue Ratio 53								
2	Calc 1								
3	Factor/Company								
4	A. Key Business Parameters								
5	1. Mkt Share/Revenue Ratio 57								
6	FALSE RAVISENT Neurocrine FALSE The Wait netGuru, Inc.								
7	FALSE -1975.11% -1054.61% FALSE -858.22% -786.75%								
8	Calc 2								
9	Interval 55 N/A Low Low Low Low Low								
10	Strategy 29								
11	Interval Low Medium High								
12	Type								
13	Percentile								
14	Percentile								
15	Percentile								
16	From => To <								
17	NEG INF -3.43% 50.45% POS INF 50.45%								
18	Analysis: Mean Minimum SD								
19	Sample Size 85.00								
20	Median 0.00%								
21	Maximum 1286.53%								
22	Variance 10.57								
23	100.00%								
24	-400.00%								
25	-900.00%								
26	-1400.00%								
27	-1900.00%								
28	-2400.00%								
29	Company								
30	FIG. 7A								
31									
32									



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FIG. 7B

## SAMPLE FROM CALCULATIONS

A	B	C	D	E	F	G	H	I	J
1	<b>All Factors</b>								
2									
3									
4									
5									
6									
7									
8	<b>I. Prediction</b>								
9	A. Key Business Parameters								
10	1. Mkt Share/Revenue Ratio								
11	2. Asset Intensity (Asset/Rev Ratio)								
12	3. Change in Profitability								
13	B. Funding Strategy / Risk								
14	1. Company Beta								
15	2. Debt/Equity Ratio								
16	3. Creditworthiness								
17	4. Cash Flow/Revenue Ratio								
18	C. Market								
19	1. Relative Market Share								
20	2. Change in Market Share								
21	3. Relative Elasticity of Demand								
22	<b>II. Actual</b>								
23	A. Business Structure								
24	1. Business Mix								
25	2. Business Age								
26	3. Number of Divisions								
27	4. Number of SIC Industries								
28	B. Business Strategy								
29	1. R&D Investment								

3 Com Corporation Adams Resources &amp; Energy, Inc. Alcoa

27

↙

I. Prediction

A. Key Business Parameters

1. Mkt Share/Revenue Ratio

2. Asset Intensity (Asset/Rev Ratio)

3. Change in Profitability

B. Funding Strategy / Risk

1. Company Beta

2. Debt/Equity Ratio

3. Creditworthiness

4. Cash Flow/Revenue Ratio

C. Market

1. Relative Market Share

2. Change in Market Share

3. Relative Elasticity of Demand

II. Actual

A. Business Structure

1. Business Mix

2. Business Age

3. Number of Divisions

4. Number of SIC Industries

B. Business Strategy

1. R&amp;D Investment

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## SAMPLE FROM RESULTS

## Strategy Table

Company	Average	3 Com Corporation	Adams Resources & Energy, Inc.	Alcoa	Allied Waste Industries, Inc.	Amazon.com	America Online Inc.	American Express Company	Ameritrade Holding Corporation	Amsouth Bancorp.	Applied Digital Solutions
Sheet Number Analysis		1	2	3	4	5	6	7	8	9	10
I. Prediction		yes	yes	yes	yes	yes	yes	yes	yes	no	yes
1. Reenerg. 24.12%		40.00%	46.67%	20.00%	46.67%	23.33%	13.33%	46.67%	10.00%	N/A	6.67%
2. Adj. 48.16%		6.67%	50.00%	73.33%	33.33%	60.00%	63.33%	33.33%	36.67%	N/A	50.00%
3. Trans. 28.73%		53.33%	3.33%	6.67%	20.00%	16.67%	23.33%	20.00%	53.33%	N/A	43.33%
II. Actual											
1. Reenerg. 28.42%		11.20%	69.59%	36.64%	50.89%	13.70%	28.08%	54.92%	21.54%	N/A	10.49%
2. Adj. 46.12%		39.41%	30.41%	54.42%	49.11%	59.84%	64.42%	34.68%	28.41%	N/A	72.63%
3. Trans. 25.45%		49.38%	0.00%	8.94%	0.00%	26.45%	7.50%	10.40%	50.05%	N/A	16.88%
ABS DIFF	12.7735%	21.8318%	15.2797%	12.6095%	13.3333%	6.5230%	10.5556%	6.3980%	7.6962%	N/A	17.6375%
Correlation											
1. Reenerg. 0.85299											
2. Adj. 0.57538											
3. Trans. 0.86798											
Average	0.63876										

FIG. 8



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FIG. 9A

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
	Colgate-Palmolive Company															
	26 Fortune Most Admired List															
	45b															
1	27 DB 2															
2	I. Prediction															
3	Value															
4	A. Key Business Parameters															
5	1. Mkt Share/Revenue Ratio															
6	-37.22%															
7	2. Asset Intensity (Asset/Rev Ratio)															
8	0.81															
9	3. Change in Profitability															
10	0.010															
11	B. Funding Strategy / Risk															
12	1. Company Beta															
13	1.41															
14	2. Debt/Equity Ratio															
15	1.56															
16	3. Creditworthiness															
17	0.14															
18	C. Market															
19	1. Relative Market Share															
20	0.23															
21	2. Change in Market Share															
22	-0.61															
23	3. Relative Elasticity of Demand															
24	2.00															
25	Growth Strategy															
26	Interval															
27	Low															
28	Low															
29	Incr.															
30	N/A															
31	Medium															
32	High															
33	Medium															
34	Medium															
35	Zero															
36	Low															
37	Growth Strategy															
38	Interval															
39	Low															
40	Medium															
41	High															
42	Low															
43	Low															
44	Medium															
45	Low															
46	Growth Strategy															
47	Interval															
48	Low															
49	Medium															
50	High															
51	Low															
52	Low															
53	Medium															
54	Low															
55	Growth Strategy															
56	Interval															
57	Low															
58	Medium															
59	High															
60	Low															
61	Low															
62	Medium															
63	Low															
64	Growth Strategy															
65	Interval															
66	Low															
67	Medium															
68	High															
69	Low															
70	Low															
71	Medium															
72	Low															
73	Growth Strategy															
74	Interval															
75	Low															
76	Medium															
77	High															
78	Low															
79	Low															
80	Medium															
81	Low															
82	Growth Strategy															
83	Interval															
84	Low															
85	Medium															
86	High															
87	Low															
88	Low															
89	Medium															
90	Low															
91	Growth Strategy															
92	Interval															
93	Low															
94	Medium															
95	High															
96	Low															
97	Low															
98	Medium															
99	Low															
100	Growth Strategy															
101	Interval															
102	Low															
103	Medium															
104	High															
105	Low															
106	Low															
107	Medium															
108	Low															
109	Growth Strategy															
110	Interval															
111	Low															
112	Medium															
113	High															
114	Low															
115	Low															
116	Medium															
117	Low															
118	Growth Strategy															
119	Interval															
120	Low															
121	Medium															
122	High															
123	Low															
124	Low															
125	Medium															
126	Low															
127	Growth Strategy															
128	Interval															
129	Low															
130	Medium															
131	High															
132	Low															
133	Low															
134	Medium															
135	Low															
136	Growth Strategy															
137	Interval															
138	Low															
139	Medium															
140	High															
141	Low															
142	Low															
143	Medium															
144	Low															
145	Growth Strategy															
146	Interval															
147	Low															
148	Medium															
149	High															
150	Low															
151	Low															
152	Medium															
153	Low															
154	Growth Strategy															
155	Interval															
156	Low															
157	Medium															
158	High															
159	Low															
160	Low															
161	Medium															
162	Low															
163	Growth Strategy															
164	Interval															
165	Low															
166	Medium															
167	High															
168	Low															
169	Low															
170	Medium															
171	Low															
172	Growth Strategy															
173	Interval															
174	Low															
175	Medium															
176	High															
177	Low															
178	Low															
179	Medium															
180	Low															
181	Growth Strategy															
182	Interval															
183	Low															
184	Medium															
185	High															
186	Low															
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466	Low															
467																

18/24

FIG. 9B

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
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42a

45a

DB 1

III. Data

Latest Year Data Available

1999 Revenues (in mil)

1998 Revenues (in mil)

1997 Revenues (in mil)

1996 Revenues (in mil)

1999 Assets (in mil)

1998 Assets (in mil)

1999 Debt Outstanding (in mil)

1999 Shareholder's Equity (in mil)

1999 Liabilities (w/o Debt)

1999 Net Cash from Oper. Activ.

1999 Cash at End of Year (in mil)

1999 Interest Paid

Business Mix

Geography Region

Region1

Region2

Region3

Region4

Region5

Region6

Business Segment

Segment1

Segment2

Segment3

Segment4

Segment5

Segment6

Segment7

Segment8

Segment9

Segment10

Number of Years Data Available

1999 Net Income (in mil)

1998 Net Income (in mil)

1997 Net Income (in mil)

1996 Net Income (in mil)

1999 Market Share (%)

1998 Market Share (%)

1999 Largest Player's Revenue

Number of SIC Industries Involved

Elasticity Sum of All Industries

Company Beta H xxx

Company Beta Switch

Year Business Founded (4 digit)

Number of Business Divisions

1999 R&amp;D Allocation (in mil)

Acq. Strategy:

1. Reenerg.

2. Adj.

3. Trans.

Total

Strategic Intent:

1. Reenerg.

2. Adj.

3. Trans.

Total

% Change in Share

Revenues

Assets

% Share

Revenues

Assets

% Share

Revenues

Assets

% Share

Revenues

Assets

% Share

Revenues

Assets

% Share

Revenues

Assets

% Share

Revenues

Assets

% Share

Revenues

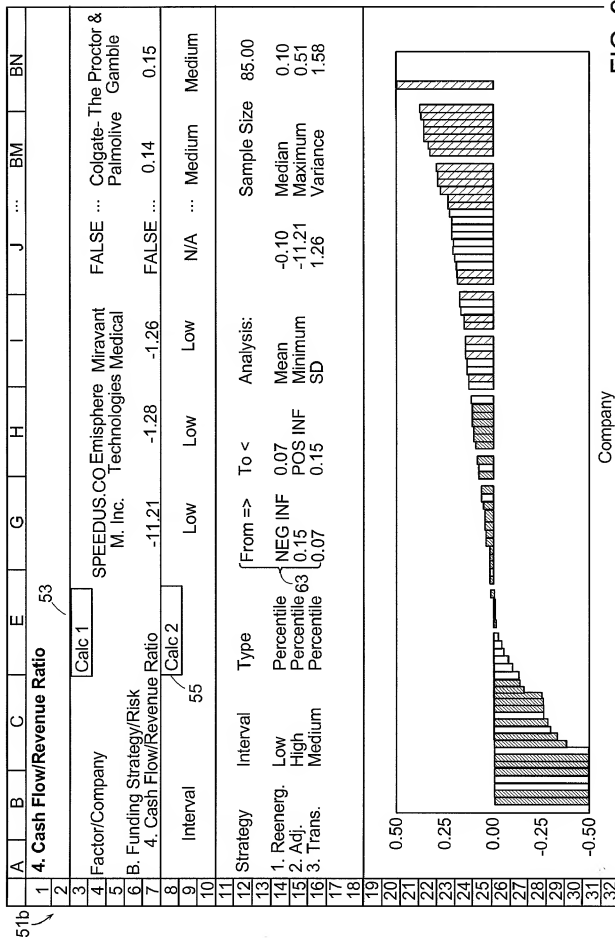
Assets

% Share

Revenues

Assets

19/24



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49a

## All Factors

3 Com Corporation			Adams Resources & Energy, Inc.			Colgate-Palmolive Company			Compaq Computer Corporation		
Analyze Value	Yes Interval		Analyze Value	Yes Interval		Analyze Value	Yes Interval		Analyze Value	Yes Interval	
-455.14%	Low		20.47%	Medium		-37.22%	Low		-69.67%	Low	
0.78	Low		0.07	Low		0.81	Low		0.71	Low	
-0.97%	Decl.		-0.07%	Zero		1.01%	Incr.		-1.70%	Decl.	
B. Funding Strategy / Risk			N/A			N/A			N/A		
1. Company Beta	N/A					1.41			0.03	Medium	
2. Debt/Equity Ratio	Low		0.27	Medium		1.56	Medium		1.31	High	
3. Creditworthiness	High		0.03	Low		0.14	High		0.03	Low	
4. Cash Flow/Revenue Ratio	High		0.00	Low			Medium				
C. Market			Medium			Medium			High		
1. Relative Market Share	0.34		0.28			0.23			0.44	Decl.	
2. Change in Market Share	-29.54%		20.96%	Incr.		-0.61	Zero		-16.44%	Medium	
3. Relative Elasticity of Demand	3.00		2.67	Low		2.00	Low		3.00		
II. Actual			High			Low			Low		
A. Business Structure			17.15%			5.64%			12.45%		
1. Business Mix	102.45%		53.00	High		194.00	High		18.00	High	
2. Business Age	21.00		3.00	Low		2.00	Low		4.00	High	
3. Number of Divisions	4.00		3.00	High		2.00	Low		2.00	Low	
4. Number of SIC Industries	2.00										
B. Business Strategy			11.01%			1.85%			4.31%		
1. R&D Investment	High		0.00%	Low			Low			Low	

FIG. 9D

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71a

A	B	C	AC
1	<b>Strategy Table</b>		
2			
3	Company	Average	Colgate-Palmolive Company
4			
5	Sheet Number		26
6	Analyze		yes
7			
8	I. Prediction		
9	1. Reenerg.	24.12%	60.00%
10	2. Adj.	46.16%	33.33%
11	3. Trans.	29.73%	6.67%
12			
13	II. Actual	28.42%	58.89%
14	1. Reenerg.	46.12%	31.58%
15	2. Adj.	25.45%	9.53%
16	3. Trans.		
17	ABS DIFF	12.7735%	1.9111%
18			
19	Correlation		
20	1. Reenerg.	0.65299	
21	2. Adj.	0.57538	
22	3. Trans.	0.68798	
23			
24	Average	0.63878	
25			

FIG. 9E

22/24

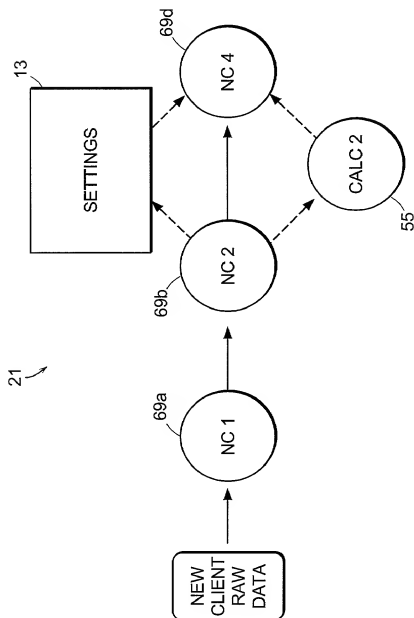


FIG. 10A

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FIG. 10B

"Fill In New Client Name"															
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1	"Fill In Qualifying Criteria"														
2	69b														
3	69c														
4	Interval														
5	1. Reenerg. 2. Adj. 3. Trans.														
6	NC 4														
7	Value														
8	A. Key Business Parameters														
9	1. Mkt Share/Revenue Ratio														
10	2. Asset Intensity (Asset/Rev Ratio)														
11	3. Change in Profitability														
12	B. Funding Strategy / Risk														
13	1. Company Beta														
14	2. Debt/Equity Ratio														
15	3. Creditworthiness														
16	4. Cash Flow/Revenue Ratio														
17	C. Market														
18	1. Relative Market Share														
19	2. Change in Market Share														
20	3. Relative Elasticity of Demand														
21	Growth Strategy														
22	#DIV/0! #DIV/0! #DIV/0! #DIV/0!														
23	0 0 0 0														
24	Interval														
25	1. Reenerg. 2. Adj. 3. Trans.														
26	NC 3														
27	Value														
28	A. Business Structure														
29	1. Business Mix														
30	2. Business Age														
31	3. Number of Divisions														
32	B. Business Strategy														
33	1. R&D Investment														
34	2. Acquisition Strategy														
35	3. Strategic Intent														
36	Growth Strategy														
37	#DIV/0! #DIV/0! #DIV/0! #DIV/0!														
38	0 0 0 0														

42b

24/24

FIG. 10C

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
39	69a															
40	III. Data															
41	Latest Year Data Available															
42	0 Revenues (in mil)															
43	(1) Revenues (in mil)															
44	(2) Revenues (in mil)															
45	(3) Revenues (in mil)															
46																
47																
48	0 Assets (in mil)															
49	(1) Assets (in mil)															
50	0 Debt Outstanding (in mil)															
51	0 Shareholder's Equity (in mil)															
52	0 Liabilities (w/o Debt)															
53	0 Net Cash from Oper. Activ.															
54	0 Cash at End of Year (in mil)															
55	0 Interest Paid															
56	Business Mix															
57	Geography Region															
58	Region1															
59	Region2															
60	Region3															
61	Region4															
62	Region5															
63	Region6															
64	Business Segment															
65	Segment1															
66	Segment2															
67	Segment3															
68	Segment4															
69	Segment5															
70	Segment6															
71	Segment7															
72	Segment8															
73	Segment9															
74	Segment10															
75																
76																

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
69a	NC 1															
69b																
69c																
69d																
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